

Message Text

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43

ACTION EB-11

INFO OCT-01 NEA-10 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 EUR-25 XMB-07 TRSE-00

OPIC-12 AID-20 MC-02 SS-15 NSC-10 PM-09 RSR-01 /143 W
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R 141445 Z MAY 73

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 0000

INFO AMEMBASSY BEIRUT

AMCONSUL BOMBAY

C O N F I D E N T I A L NEW DELHI 5613

BEIRUT FOR RCAA

E. O. 11652: GDS

TAGS: BEXP, IN, UR

SUBJ: SOVIET PUSH FOR AIRCRAFT SALES IN INDIA

REF: BOMBAY 958

1. RE PARA 5 REFTTEL, WE AGREE WITH BOMBAY THAT IT HIGHLY LIKELY THAT PERSON MANECKJI AND SPENCER THOUGHT WAS EX- IM REPRESENTATIVE WAS PAUL G. LANE, PRESIDENT, INTERNATIONAL DOMESTIC LEASING CORP., 1100 17 TH STREET N. W., WASHINGTON, D. C. HE AND SIDEKICK SARWAN SINGH PUREWAL, CARRYING CARD IDENTIFYING HIMSELF AS VICE- PRESIDENT, WOLFE CONSTRUCTION COMPANY, 18700 KENNEDY BLVD., HOUSTON, TEXAS CALLED AT EMBASSY APRIL 24. PUREWAL INTRODUCED BY LANE AS NEPHEW OF FOREIGN MINISTER SWARAN SINGH. LANE DID NOT CLAIM TO BE FROM EXIMBANK, BUT TRIED HARD TO CREATE IMPRESSION OF HIGH-LEVEL EXIMBANK CONNECTIONS AND SUPPORT. GIST OF HIS PRESENTATION WAS TO OUTLINE EXIM- SANCTIONED LEASING ARRANGEMENT, AND TO ASK FOR NAMES OF BUYERS AT INDIAN AIRLINES AND AIR INDIA. EMBASSY HAVE HIM NAME OF CABRAL AT INDIAN AIRLINES WITH WHOM WE UNDERSTAND HE GOT AN APPOINTMENT, AND AIR INDIA DEPUTY DIRECTOR FOR PLANNING AND INTERNATIONAL RELATIONS
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R. VENKATARAMAN IN BOMBAY.

2. IN CONTECT MANECKJI INTEREST IN LEASE FINANCING FOLLOWING MAY BE OF INTEREST: WHEN EMBOFF ASKED LANE WHY HE DIDN' T GET TOGETHER WITH AIRCRAFT MANUFACTURER TO PRESENT BUYER/ LESSEE WITH COMPLETE PACKAGE, LANE REPLIED THAT HE PREFERRED TO WORK WITH BUYER/ LESSEE RATHER THAN SUPPLIER WHO MIGHT HAVE INTEREST OF HIS OWN IN BECOMING LESSOR. IN OUR VIEW, THIS APPROACH ILL- SUITED TO DOING BUSINESS HERE, WHERE BUREAUCRACY BETTER EQUIPPED TO COPE WITH EQUIPMENT AND FINANCING PACKAGE THAN TO NEGOTIATE SEPARATE ELEMENTS OF A DEAL, EACH ELEMENT OF WHICH LIKELY REQUIRING HIGH- LEVEL GOVERNMENT APPROVAL.

3. WE UNABLE TO SAY WHETHER LEASE FINANCING APPROPRIATE OR POTENTIALLY ATTRACTIVE IN PRESENT SITUATION IN INDIA, BUT ASSUME THAT BOEING AND OTHER SUPPLIERS ARE FULLY ACQUAINTED WITH CURRENT EXIM FINANCING OPTIONS.
EHZY

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NMAFVVZCZ

*** Current Handling Restrictions *** n/a

*** Current Classification *** CONFIDENTIAL

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